

Director's Message

The Indian Institute of Foreign Trade was set up in 1963 with the vision of developing intellectual capital in the area of International Trade and Business. Today as India takes its position as an emerging power in the global landscape, the need for trained human resources in the area of International Business becomes an imperative.



With contemporary course syllabus, state-of-the-art pedagogy and a vibrant faculty, the learning environment at IIFT is comparable only to the best B-Schools. IIFT's mission is to strengthen, sustain and professionalize knowledge in the area of international trade and business through creative research and innovative teaching.

The Institute has acquired permanent status of deemed to be University under Section 3 of the UGC Act 1956 which was awarded in 2002. Keeping in view the requirement and needs of Management Education in the area of International Business for working executives, the Institute introduced the three-year part time MBA (IB) Degree programme in the year 2000 at its Delhi Campus and in 2006 at its Kolkata Campus which are UGC approved.

Participants of the programme are selected after undergoing a rigorous selection process. The profile of past participants show that more than 70% participants of this programme consist of Senior level Engineers, Senior Managers, Entrepreneurs, Deputy Managers, Zonal Heads, Business Managers, Business Analysts, Senior Research Analysts and Territory Managers. The average work experience ranges between 7 to 10 years cutting across sectors, thus providing an outstanding opportunity for lateral learning.

As IIFT steps into its 51st year, it is poised to emerge as a Centre of Excellence in the area of International Business. I invite you to participate in this journey of learning.

A handwritten signature in blue ink, appearing to read 'S. Mitra', written in a cursive style.

(DR. SURAJIT MITRA)

About The Institute



The Indian Institute of Foreign Trade (IIFT), Deemed University, is the national Institute in International Business Education and Research. Established in 1963, as an autonomous body under the Ministry of Commerce & Industry, Government of India, it has contributed in the skill building for the external trade sector of India. The contributions of the Institute have earned it the status of “Deemed University” in the year 2002. Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

LOCATION

Located in Qutab Institutional Area, overlooking green ridge and historical Qutab Minar, the IIFT Campus is considered to be one of the finest in the country. The campus spread over 6.5 acres of land houses two academic blocks and two residential blocks for students and visiting faculty. Be it the imposing structure of the “atrium”, the mystic beauty of the architectural design called “eye of the universe”, or the splendor of the campus in full bloom in winter, it never fails to impress the visitors.

The campus itself is a very picturesque with artistically designed buildings and well-maintained lush gardens. The facilities available on the campus include, fully air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 500 seating capacity, MDP Centre, three computer centres, indoor games, sports ground, besides excellent residential facilities for the students.

OBJECTIVES & ACTIVITIES

IIFT was set up with the following objectives:

- Impart professional education in modern management techniques relevant to international business.
- Enable the participants to appreciate the inter-relationship between the diverse and complex tasks of international business.
- Develop capacities among business executives for improved understanding of various trade and economic issues.
- Conduct high quality research that addresses domestic as well as world trade and business issues.

The Institute’s portfolio of long-term programmes is diverse, catering to the requirements of aspiring International Business executives and mid-career professionals alike. These are:

- Ph.D. Programme at New Delhi and Kolkata.
- Two-year MBA (International Business) at New Delhi and Kolkata.
- Three-year MBA (International Business) Weekend at New Delhi and Kolkata.
- Two-year MBA (International Business) at Dar-es-Salaam (Tanzania).
- Executive Post Graduate Diploma in International Business at New Delhi and Kolkata.
- Executive Post Graduate Diploma in International Marketing at New Delhi.
- Executive Post Graduate Diploma in Capital & Financial Markets at New Delhi.
- Executive Post Graduate Diploma in International Business (through VSAT), in 91 cities across India.
- Executive Post Graduate Diploma Programme in International Business Strategy (thru NIIT Imperia Platform).
- Certificate Programme in Export Management : On Campus (New Delhi and Kolkata).
- Hybrid Certificate Programme in Export-Import Management (CPEIM).
- Certificate Programme in Capital and Financial Markets: On Campus (New Delhi) and Hybrid.
- Certificate Programme in Global Trade Logistics & Operations at New Delhi.

International Collaborations

In order to retain its position as a top B-school and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international institutes.

MEMBERSHIP

IIFT is a Member of the following organizations :

- Academy of International Business (AIB)
- Association of Management Development Institutes in South Asia (AMDISA).

- International Association of Trade Training Organizations (IATTO)
- The Association of Advanced Collegiate Schools of Business (AACSB).
- The European Foundation for Management Development (EFMD)

MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MOUs with the following institutions :

	Institution	Memorandum of Understanding
	Aberystwyth University, Aberystwyth, UK http://www.aber.ac.uk	Exchange of students, exchange of faculty members, joint research projects, joint cultural programs and organization of joint conferences.
	Ajou University, Suwon, Korea http://www.ajou.ac.kr/english/intro/main.jsp	Exchange of students, faculty and staff members besides participation in seminars and academic meetings. Joint research and consultancy activities, exchange of academic materials & other information as well as special short term academic programs and projects.
	Allianza 4 Universidades, A4U, Spain http://www.a-4u.eu/index.php/en	Exchange of students, faculty exchange, joint research projects, sharing of knowledge, reciprocal visit programs and organization of seminars, workshops and joint conferences.
	Ateneo Graduate School of Business, Philippines http://www.gsb.ateneo.edu/	Exchange of students, exchange of faculty members, joint research projects, joint cultural programs and organization of joint conferences.
	Bangladesh Foreign Trade Institute, Dhaka, Bangladesh http://www.bfti.org.bd/	Launch of a Certificate Programme in Export Management. Joint MDPs, workshops and seminars in addition to undertaking joint research and consultancy.
	Bradley University, Peoria, Illinois, USA http://www.bradley.edu/	Exchange of students and faculty members, joint research projects, joint cultural programs and organization of joint conferences.
	Brock University, St. Catharines, Ontario, Canada http://www.brocku.ca	Exchange of students, general staff (administrative and technical) and of faculty members. Promotion of collaborative research, other educational developments, and to further mutual understanding.
	ESC Rennes School of Business, France http://www.esc-rennes.fr	Pursue student and faculty exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.
	Foreign Trade Training Centre (FTCC), Nasr City, Cairo, Egypt http://www.fttceg.org/index.htm	Training, exchange of experts and scholars, research and consultancy, share and exchange of relevant information and documentation on a regular basis.
	Foreign Trade University Hanoi, Vietnam http://www.ftu.edu.vn	Student and faculty exchange and participation in joint conferences, cultural programs and joint research projects.
	German Development Institute (GDI), Tulpenfeld, Bonn, Germany. http://www.die-gdi.de/die_homepage.nsf/FSSstarte?OpenFrameset	Capacity building, besides exploring possibilities of collaborative research. IIFT is nominating faculty members for Global Governance Programme organised by GDI with financial assistance from INWENT.
	Grenoble School of Management, Grenoble Cedex, France http://www.grenoble-em.com/accueil_ecole.aspx?ecole=ggsb&lg=en	Pursue student and faculty exchange and strengthen cultural ties and broaden student and faculty experience and horizons. Joint Research collaboration, developing short study tours, executive programs and conference organization.

	HANKEN-Swedish School of Economics and Business Administration, Hanken University, Helsinki, Finland http://www.hanken.fi/public/?setlanguage=en	Provides for the Institute to sponsor 2-3 students every year for one trimester to HENKEN Swedish School. Exchange of information, pool experiences and collaboration in research.
	IECS- Strasbourg Graduate School of Management, Université Robert Schuman, STRASBOURG CEDEX, France http://www.iecs.edu/index.php?langue=en	Exchange of scholars and students besides organization of joint research programs and other academic exchanges, establishment of joint academic programs.
	IESEG – School of Management, Lille Catholic University , Lille, France http://www.ieseginternational.com/welcome/welcome.asp	Exchange of faculty & students and academic information. Joint research and conferences.
	Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania http://www.ifm.ac.tz/	IIFT to offer part time MBA (International Business) at Dar-es-Salaam. Capacity development, joint research, publications, consultancy, information and data exchange, joint organization of training programmes, workshops and seminars.
	International Institute for Trade and Development, Bangkok, Thailand http://www.itd.or.th/en	Research and training, exchanging relevant information and documentation on regular basis, joint research projects and exchange of experts and scholars.
	Nyenrode Business Universiteit http://www.nyenrode.nl	Exchange of students and faculty members and conducting joint conferences, research projects and also participation in joint cultural programs.
	Pforzheim University, Pforzheim, Germany http://intl.fh-pforzheim.de/index.php	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to Pforzheim University and the students receive scholarship of 650-700 Euros per month from the university.
	SKEMA Business School, Antipolis, French Riviera Chamber of Commerce and Industry, Sophia Antipolis Cedex, France http://www.ceram.edu/	Pursue student and faculty exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.
	Singapore Management University, Singapore http://smu.edu.sg/	Exchange of students, faculty members, joint MDPs, joint research projects and jointly design and offer PG Certificate Program in areas related to International Trade, Business and Management.
	The International University in Geneva, Geneva, Switzerland. www.iun.ch	Exchange of students and scholars, organization of joint research programs and other academic exchanges, besides joint academic programs.
	The University of Newcastle, Newcastle, NSW, Australia. http://www.newcastle.edu.au/	Exchange of students and faculty members, Collaboration in joint research projects, joint conferences and cultural programmes besides supervision of Ph.D scholars and evaluation of Ph.D thesis work.
	University of Insubria http://www.uninsubria.eu	Exchange of students, faculty members in programs, Collaboration in joint research projects, joint conferences and cultural programs.
	Università Commerciale L. Bocconi, Milano, Italy http://www.uni-bocconi.it/	Exchange of students and faculty members, joint research project, cultural programs and joint conferences.
	Universität des Saarlandes, Germany http://www.mba-europe.de	Exchange of students and staff in programmes, collaboration in teaching, research and development and exchange of academic materials and publications.
	University of International Business and Economics, Beijing, China http://www.uibe.edu.cn	Pursue student exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.

Research at IIFT

Research occupies a crucial place in the spectrum of IIFT's activities because of the institutional emphasis on a strong and pervasive interface between research and training. The Institute has so far brought out over 700 research studies and surveys. In addition, it has developed substantial consulting capacity in analyzing international business situations and developing appropriate corporate strategies. The Institute also offers a vibrant Ph.D. Programme and the students who have been awarded doctoral degree at IIFT are placed highly in academic institutes, government departments and leading corporate houses.



Research activities are undertaken both as part of its own research programmes and at the instance of its clients, which include Central and State Governments, Public Sector Undertakings, and International organizations like the World Bank, the FAO, International Trade Centre, UNCTAD, WTO, UNIDO, ESCAP, German Development Institute, etc. Current portfolio of research includes: Trade Policy Research, Functional Research, Preferential & Foreign Trade Agreements, Survey Research and Database Development.

RESEARCH PROJECTS UNDER PROGRESS

1. Study on the Destination Specific Elasticity of Demand for Top 10 Commodity Groups Exported to Top 10 Countries Having Trade Deficit & Trade Surplus.
2. Project Survey Report on Indian Accountancy Sector – Potential to Become Global Hub.
3. Evaluation of Planned Scheme under Export Inspection Council of India.
4. Project Management Consultancy for 4, 5 & 8 Netaji Subhash Dock of Kolkata Port Trust.
5. Ensuring India's Energy Security: Preparation of a

Matrix of Energy and Fertilizer Products and Identifying Export Opportunities to Finance the Imports.

6. Study for developing suitable criteria to monitor reasonable correlation between implementation of infrastructure projects under Central Component of Assistance to States for Infrastructure Development of Exports (ASIDE) Scheme and increase export from projects.
7. India Trade Portal containing Compendium on India's Import Policy for Association of Southeast Asian Nations (ASEAN), Korea, Singapore Region and Top 25 Countries; and Compendium on India's Export Policy for ASEAN, Korea, Singapore Region and Top 25 Destination Countries.
8. Business Process Re-engineering of Kolkata Port Trust.
9. 100% physical verification of Prime Minister's Employment Generation Programme unit of Khadi and Village Industries Commission across West Bengal.
10. Strategies for Sport Goods Exports from India.

CENTRE FOR MSME STUDIES

IIFT's Centre for MSME Studies aims at providing continuous support to the MSME sector by carrying out activities which can broadly be classified into conducting Training Programmes, provision of Business Intelligence services through comprehensive information hub and acting as a catalyst for Interfacing with other concerned and associated institutions and organizations, both within the country and abroad.



Under its wide gamut of activities, training and capacity building of MSMEs both at National and International levels stands as one of the prime activities. These programmes are being conducted in various areas of international business such as international marketing, trade operations

and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. The modules are being designed for MSMEs, trade bodies, industry associations, policy-makers and negotiators. Customized solutions are being provided on case to case basis with sectoral inputs taking leverage of strong industry-academia linkage developed by the Centre over its existence of almost 8 years now. This calls for collaboration of the Centre with sectoral Export Promotion Councils and Commodity Boards towards extending the knowledge support on pertinent issues of trade interest for the MSMEs. Some of the sustainable partners for the Centre include APEDA, Council for Leather Exports, Textiles Committee, ACMA, Gems and Jewellery EPC, ELCINA, EEPC, etc. Other export promotion agencies/bodies with which the Centre is working closely includes Rubber Board, Silk Board, Coir Board of India, DC (Handicrafts), etc. Further, in order to provide MSMEs with necessary hand-holding support towards expanding their existing domestic business to foreign markets, the Centre plans to set up an incubation centre shortly.

At international level, the Centre has collaborated with Mekong Institute, Thailand, in assisting them towards “Trade and Investment Facilitation” within GMS region and help the region to improve their trade competitiveness. The Centre in collaboration with CBI Netherlands (Centre for the Promotion of Imports from Developing Countries) has been conducting training programmes for IIFT students on certain core areas like export management; market knowledge; product and production improvement, etc. The Centre is also actively participating to work for the development of SMEs in Africa.

CENTRE FOR INTERNATIONAL TRADE IN TECHNOLOGY (CITT)

With the primary objective of actualizing India’s potential in technology trade and addressing the complexities involved, IIFT has set up CITT in 2001 with financial and technical support from the DSIR, Government of India. It is a unique institutional arrangement in which roles of active players in international technology trade, especially those of Ministry of Commerce & Industry, and Ministry of Science & Technology are being synthesized. It is well recognized that building up of technology trade requires sustained efforts over a period of time.

The objectives of the Centre for International Trade in Technology are to:

- (a) Sensitize the Government to the importance of technology exports and need for an enabling and proactive regime;
- (b) Support the corporate sector by providing access to relevant global, commercial intelligence and analytical review of market potential priority markets; and
- (c) Develop a cadre of experts and trainers to make available specialized training to the industry and policy-making.

CENTRE FOR WTO STUDIES

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre was established at IIFT in November 2002. Over the years, the Centre has evolved into an institution conducting in-depth and independent research on trade-related issues including the WTO. One of the primary objectives of the Centre is to provide research and analytical support on the WTO and other trade negotiations to the Department of Commerce. The Centre also has its own body of publications, and conducts outreach and capacity building programmes by organizing seminars, workshops, subject specific meetings, etc. to disseminate its work, create awareness on topical trade issues and build consensus between stakeholders and policy-makers. The Centre has conducted the 8-week Regional Trade Policy Course in partnership with the WTO Secretariat. In addition, the Centre conducted international training programmes under India Technical and Economic Cooperation programme of the Ministry of External Affairs.



Management Development Programmes



Management Development Programmes (MDPs) has been one of the major activities of the Institute. Since from the time of its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Executive Development Programme in International Business, and today it has emerged as a knowledge resource division catering to the needs of managers and executives at all levels drawn from the Government, Public Sectors and Corporates both in India and abroad.

The objectives of our MDPs are specially designed to reflect the evolving realities of business and management practices & applications so that it adds knowledge and skill to the participants, facilitating their personal contribution to the future success of their organization. The MDPs provide the executives with an opportunity to access contemporary thinking, exchange ideas and gain insights from a diverse range of peers. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

IIFT offers wide spectrum of MDPs in different areas of international business such as international marketing and trade operations, IT for management and skill enhancement programmes, international financial management, international logistics and global supply chain, foreign trade policy, corporate social responsibility, international business

and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, policy-makers in the Government. These MDPs are structured keeping in mind the changing global business environment and international standards which help in developing the skills and competency of the participants.

IIFT offers MDPs in three categories, i.e. Open, Sponsored, & Collaborative. We also conduct Online programmes like EPGDIBS, EPGDIB (VSAT), EMBA, & CPEIM. The participant profile of our open programmes comprises executives from corporate sector, trade facilitation agencies, ministries & departments of the Government, export promotion organizations and entrepreneurs.

IIFT has emerged as the nodal Institute for conducting need based training for government officials belonging to all-India services like Indian Administrative Service, Indian Foreign Service, Indian Police Service, Indian Economic Service, Indian Trade Service, Indian Revenue Service, Indian Statistical Service, etc. The Institute also conducts Special Programmes/Seminars on the WTO and the New Trade Regime and the WTO & IPRs, etc. for IAS Officers/ State Level Officials and Private Sector Industries.

In addition, certain important Government Departments and trade promotion agencies have also sponsored

programmes for their officials. Prominent among them are Coir Board, Council for Leather Exports, National Academy of Customs, Excise & Narcotics, Marine Products Export Development Authority, Spices Board, Tobacco Board, Tariff Commission, Sports Goods Export Promotion Council, Department of Personnel and Training, Office of the Development Commissioner (Handicrafts), India Trade Promotion Organization, Directorate-General of Resettlement, Department of AYUSH, RCVPN Academy of Administration and Management (Madhya Pradesh), Ministry of Commerce, Ministry of Defence, Central Bombay Chamber of Commerce, Castrol India Ltd, ECGC, Federation of Andhra Pradesh Chamber of Commerce and Industry, GAIL, IITTM, IRCON, KVIC, Ministry of Agriculture, Ministry of External Affairs, Ministry of Science and Technology, MMTTC, NABARD, NALCO, NHDC, NIS/NIIT, NSIC, ONGC, PHD Chamber of Commerce and Industry (Lucknow), Power Grid Corporation, PEC Ltd, RICEM, RITES, SAIL, SIPARD, STC etc.

THE AFRICA INITIATIVE

International Projects Division (IPD) of IIFT has been conceived to internationalize the reach of the Institute to the needs of other countries and to work as a catalyst to the Indian Government and corporate sector to deepen its economic relationship with partners in African countries. One of the key objectives of IPD is to train government officials, diplomats, entrepreneurs, exporters, corporate

sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy. IPD would work towards generating views, opinions, analysis on number of contemporary trade and economic issues which would be of interest to different nations in developing economic relationship with other countries including India.

As part of decisions taken at India-Africa Forum Summit, 8-9 April 2008, the Institute has been nominated:

- To conduct customized Capacity Building Programmes on International Business in various parts of Africa, and
- To establish the Pan African India-Africa Institute of Foreign Trade (IAIFT) at Kampala, Uganda as entrusted by Department of Commerce, Government of India.

Consequently, the Institute has conducted a series of Capacity Building Programmes in India and in various African countries including Angola, Botswana, Burkina Faso, Egypt, Eritrea, Ethiopia, Gabon, Ghana, Kenya, Mauritius, Namibia, Niger, Rwanda, Senegal, Seychelles, South Africa, Sudan, Tanzania, Togo, Tunisia and Uganda for building capacity of African nationals and businesses.

IIFT is in regular touch with the Ministry of Trade, Uganda and Uganda Management Institute (UMI) – the partner organization for operationalizing the IAIFT in the near future.

In the meanwhile, IIFT has consolidated the MBA (International Business) programme conducted with the Institute of Finance Management (IFM) at Dar-es-Salaam, Tanzania since the year 2000. MBA in International Business at Dar-es-Salaam has now become the Pan-Africa Programme and is the most sought after course in African region. The MBA (IB) programme addresses the challenges and complexities of global business and thereby has enabled Tanzania and other countries of Africa to increase their competitiveness in international markets.



MBA (International Business) Weekends

The MBA (International Business) Weekends is a unique Business Management Programme for developing a competent cadre of Business Executives to meet the country's growing requirements for trained personnel in the field of international business management.

Developments in the international market on the one hand and the consequential impact of the same on India's domestic market on the other, call for an increasingly professional approach and sensitivity to international business environments.

OBJECTIVES

The MBA (IB) Weekends programme aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Programme are:

- To prepare the participants to face challenges in the emerging competitive business environment in an increasingly globalized world.
- To relate the management concepts to business situations and help the participants to develop analytical and decision making skills so as to formulate effective national and international business strategy.
- Promote a scientific approach and capability to eventually undertake senior management responsibilities in International Business.

The Programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the quantitative and analytical approach to the study of international business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology are made in the pedagogy. Recognizing the

importance of communication in international business, special attention is given to developing proficiency in one of the three foreign languages, currently under offer, namely French, Mandarin and Spanish.

METHODS OF INSTRUCTION

Both Delhi and Kolkata Faculty will be involved in the teaching of various courses of the Programme. The range of teaching methods used in the Programme includes formal lectures followed by case studies, group discussions, computer games & exercises and collateral readings. In addition to classroom activities, seminars and workshops, involving industry experts, are organized as a part of the learning process. Throughout the Programme, participants are encouraged and given opportunity to involve in course work in order to bring about a greater effectiveness of the teaching-cum-learning process.

FEES & OTHER CHARGES

The total fee for **MBA (IB) Weekends 2013-16** batch is ₹8,00,000 which includes ₹7,50,000 as tuition fee and ₹50,000 as other charges towards Computer, Library, Alumni Membership, etc. The fee is payable in nine installments.

For **Foreign Nationals/NRIs/Children of NRIs**, the whole course fee is US\$25,000 (tuition fee) plus ₹50,000 towards computer, library and alumni membership, etc.

(The exact amount of Tuition Fee and Other Charges as applicable for **MBA (IB) Weekends 2014-17** batch will be informed to the students at the time of sending the confirmed admission letters in May/June 2014.)



COURSE STRUCTURE

IIFT MBA (IB)-WEEKEND
CURRICULUM

STRATEGY

SOFT-SKILL
DEVELOPMENT

INTERNATIONAL
BUSINESS

MANAGEMENT
FUNCTIONS

FOUNDATION
COURSES

Port Visit, Foreign Languages (French/Spanish), Research Project, and Comprehensive Viva are other essential components of the programme.

Note: The course structure subject to revision by the Institute's Academic Council from time to time.

- Strategic Management • Competitive Strategy
- International Business Strategy • Legal Aspects of Business
- Management of Strategic Alliances • International Business Negotiations
- Strategic Market Planning and Decision Making • Strategy Execution & Tools*
- International Contract Management • New Ventures Creation and Start-ups

- Dynamics in Human Personality • Managerial Communication-I
- Managers in Groups • Corporate Ethics & Governance • Entrepreneurship

- Fundamentals of International Management • International Economics • India & World Economy
- International Financial Management • International Trade Operations and Documentation • International Marketing Management
- International Trade Logistics • Management of Global Sourcing • Trade Analytics
- Managing Global Compliance in Exports • Custom & Excise Management • Agri-Commodity Trading (ACT)
- Green Strategy for Global Operations and Logistics • Sectoral Strategies for International Business
- Financing of International Trade • Market Access Issues • Management of shipping services

- Finance** • Financial Accounting • Financial Management – 1 • Financial Management – 2 • Management Accounting
- Financial Derivatives & Risk Management • Mergers & Acquisitions • Project Appraisal & Finance
 - Security Analysis & Portfolio Management • Financial Modeling • Financial Risk Management • Management of Financial Services

- Marketing** • Marketing Management • Consumer Behaviour • Marketing Research • Marketing of Services • B2B Marketing
- Digital Marketing • Management of Pricing • Advertising & Promotion Management • Sales & Distribution Management
 - Brand Management • Customer Relationship Management • Rural Marketing • Retail Management

- Operations** • Operations Research • Operations Management • Supply Chain Management
- Advanced Supply Chain Management • Advanced Forecasting Techniques for Business Applications • TQM & Six Sigma

- HR** • Human Resource Management • Managing Change & Transformation

- Information Technology** • IT Applications in Management –1 • IT Applications in Management –2
- IT Project Consultancy & Management • ERP Systems • Online Business & E-commerce

- Business Economics • Macro Economics • Business Statistics • Business Research Methods
- Applied Econometrics

- Compulsory Courses
- Electives

EXAMINATION AND AWARD OF MASTERS

Details of the system of evaluation and grading will be given to the students in the *Handbook of Information* to be provided at the time of Registration. Participants successfully completing the Programme will be awarded Masters Degree. The participants of MBA(IB) Weekends can complete the programme in five years from the date of his/her registration by taking a break-in trimester, after successful completion of first three trimesters. Criteria of evaluation will be indicated in detail in the Course Outlines for all the courses to be provided to the participants at the beginning of each trimester.



CLASS TIMINGS

Saturdays -- 15:00 - 19:15 hrs

Sundays -- 09:00 - 18:15 hrs

Admission Procedure

ELIGIBILITY

- Bachelor's degree from any recognized University or Institution.
- A minimum managerial experience (including self-employed) of not less than THREE Years as on June 30, 2014. (Only the work experience after eligibility qualifications will be considered).
- "No Objection Certificate" from employer is required.
- No age limit.

MODE OF ADMISSION

- Essay Writing, GD and Interview in May 2014.
- Seats are reserved for SC/ST/OBC (non-creamy layer) and Physically Handicapped candidates as per Government of India norms.
- Results will be put up at the IIFT Website: www.iift.edu within a couple of days after the interviews.

HOW TO APPLY

- Application for the Programme is through prescribed Application Form available at IIFT.
- The forms will be supplied against a demand draft of ₹1,200 (₹600 for SC/ST/PH candidates) favouring Indian Institute of Foreign Trade payable at New Delhi or on cash payment of ₹1,200 (₹600 for SC/ST/PH

candidates). SC/ST/PH category candidates are required to produce photocopy of the Certificate for purchasing the Application Form.

- Complete details of the Programme are also available at our website: www.iift.edu Application Form can also be downloaded from IIFT website and should be accompanied by a DD/Pay Order of the requisite amount at the time of submission.
- Filled-in applications with enclosures should reach IIFT at B-21, Qutab Institutional Area, New Delhi – 110 016 **on or before the Last Date.**
- MOST OF THE COMMUNICATIONS TO THE APPLICANTS WILL BE SENT THROUGH E-MAIL. THEREFORE, APPLICANTS MUST MENTION THEIR E-MAIL ID CLEARLY IN THE APPLICATION FORM.
- IIFT will not be responsible for postal delays or non-receipt of applications due to postal loss.
- Application fee will not be refunded.
- All disputes will be subject to the jurisdiction of **Delhi Courts only.**

Incomplete applications in any manner and those received after the prescribed date will be rejected.